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STATE OF UTAH CONTRACT NUMBER: AR-569 REVISION: 1 08/28/98
PURCHASING AGENT: Glendon Mitchell

ITEM: 1999 FORD TRUCKS

VENDOR: 35433B Ken Garff Ford
5500 SOUTH STATE STREET
MURRAY, UT 84107-0000

TELEPHONE: (801) 264-4852 CONTACT: DOUG ROBERTS

BRAND/TRADE NAME: FORD

PRICE: SEE ATTACHED

TERMS: NET 14 BUSINESS DAYS

EFFECTIVE DATES: 09/01/98 THROUGH 08/31/99

DAYS REQUIRED FOR DELIVERY:

PRICE GUARANTEE PERIOD: 1999 MODEL YEAR

MINIMUM ORDER: ONE

MIN SHIPMENT WITHOUT CHARGES: NONE

OTHER CONDITIONS:

Revision #1: Extended for 1 additional year.

FAX#: (801) 264-4827

MULTIPLE AWARDS HAVE BEEN ISSUED. SEE OTHER VEHICLE CONTRACT
BEFORE ORDERING. SEE AR-170, AR-175, AR-191, AR-307, AR-401, AR-410, AR-403,
AR-444, AR-476, AND AR-577.

THIS CONTRACT COVERS ONLY THOSE ITEMS LISTED IN THE PRICE SCHEDULE.
IT IS THE RESPONSIBILITY OF THE AGENCY TO ENSURE THAT OTHER ITEMS
PURCHASED ARE INVOICED SEPARATELY. STATE AGENCIES WILL PLACE
ORDERS DIRECTLY WITH THE VENDOR (CREATING A PG IN FINET) AND MAKE
PAYMENTS FOR THE SAME ON A VI REFERENCING THE ORIGINAL PG. AGENCIES
WILL RETURN TO THE VENDOR ANY INVOICE WHICH REFLECTS INCORRECT
PRICING.

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NOTICE: Purchase of vehicles listed on this contract require prior authorization and approval (see "Ordering Procedure" below). The purchase of any vehicle model, series and factory intalled options are subject to review for appropriateness. Vehicles listed on this contract are NOT to be assumed pre- approved for agency or political subdivision use.

PRICING: Prices listed below are for the BASE VEHICLE ONLY. Prices for factory installed options and applicable option credits are covered by this contract and are available at TRIPLE NET invoice prices (see "Ordering Procedures" for assistance with optional equipment).

The Base Triple Net Price (TNP) is calculated as follows:
Manufacturer-to-Dealer Invoice Price on the base equipped vehicle (no options)
LESS holdback LESS financing LESS advertising.

The Contract Base Price is the contract price you pay for the base equipped vehicle. The Contract Base Price is calculated as follows: Base Triple Net Price PLUS destination charge PLUS dealer profit LESS Government Price Concession.

All user selected factory installed options and applicable option credits must be added/deducted to/from the Contract Base Price to arrive at the Final Vehicle Purchase Price. All user selected factory installed options and applicable option credits are to be taken at the TRIPLE NET invoice price which is Manufacturer-to-Dealer invoice price less approximately 3%.

All prices are firm for the model year (through August 31, 1998) or until the factory production cutoff date is reached. Firm pricing also applies to factory installed options. Any price decreases in the base vehicle, factory installed options or additional rebates/incentives offered during the model year are to be made available to the ordering entity.

ORDERING PROCEDURES:

For STATE AGENCIES: This contract is an AR contract (authorization required). State agencies MUST coordinate purchases through the following individuals: for Natural Resources - Glen Mathews (538-7309); for UDOT - Steve McCarthy (965-4122); for Public Safety - Jerry Miller (965-4541); for all other agencies - Dave Rees (521-2701).

For POLITICAL SUBDIVISIONS: Political Subdivisions should

work directly with their respective fleet/motor pool managers or designates when ordering a vehicle.

Users of PC Carbook can pre-configure vehicles complete with pricing to facilitate ordering. Entities who do not subscribe to the PC Carbook service may contact Dave Rees (521-2701) or Glendon Mitchell (538-3147) for assistance and guidance in determining vehicle pricing.

OPTIONAL EQUIPMENT:

For STATE AGENCIES: The above mentioned motor pool managers will assist in configuring a vehicle to meet your requirements using PC Carbook. They will generate reports listing all standard and optional equipment at the Triple Net price. They will also perform a comparative analysis of other similar makes and models on contract to determine the best value given your

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agency requirements for intended use.

For POLITICAL SUBDIVISIONS: Contact your respective motor pool manager for assistance. A number of political subdivision fleet/motor pool managers are now using PC Carbook. If you do not have a fleet/motor pool manager or you do not have access to PC Carbook, you may call either Dave Rees (521-2701) or Glendon Mitchell (538-3147) for assistance in selecting optional equipment and generating comparative vehicle reports.

PC CARBOOK: PC Carbook is NOT required in order to use this vehicle contract. However, for those entities responsible for purchasing or configuring several vehicles each year, the information available through PC Carbook may save you many man-hours. PC Carbook is an excellent tool for calculating the Triple Net price of factory installed optional equipment. PC Carbook is a subscription software service for new, used and leased vehicles. It is available at a group rate of \$620/year through statewide price agreement PA-891.

SPECIFIC FEATURES OF THIS CONTRACT

I. The CONTRACT BASE PRICE includes:

1. All standard equipment
2. All deductions for holdback, financing and advertising
3. All deductions for government price concessions/bid assistance, rebates and incentives
4. Destination Charges from manufacturer to dealership
5. Dealer profit
6. All dealer preparation and pre-servicing costs. (No price deduction is available to those entities wishing to perform their own pre-servicing work):
 - a. All adjustments required to meet Utah safety inspection requirements and emission control certifications.
 - b. Tuning of engine for high altitude (4500 ft.)
 - c. Adjustments of all accessories to optimal working condition.
 - d. Inspection of electrical, braking and suspension systems.
 - e. Charging of battery.
 - f. Alignment of front end.
 - g. Inflation of tires to optimal pressure.
 - h. Computer spin balancing of all wheels including spare.
 - i. Lubrication of engine and chassis. Filling of all lubrication reservoirs (crankcase, power steering, transmission, differential, power brakes) with appropriate lubricants for current operating temperatures.
 - j. Servicing of cooling system with permanent type antifreeze and summer coolant for -20 deg. F. Windshield washer fluid reservoirs to be full and of a type

suitable to -20 deg. F.

- k. Interior and exterior to be clean and fully detailed.
- l. Correction of all factory defects prior to delivery.

7. Documentation:

- a. Operators (owners) manual.
- b. Manufacturer's warranty information.
- c. Original odometer statement (if entity is registering their own vehicle).
- d. Manufacturer's statement of origin (MSO) (if entity is registering their own vehicle).
- e. Application for title properly completed and signed (if entity is registering their own vehicle).
- f. Dealer's triple net invoice.
- g. Manufacturer's specifications attached to vehicle.
- h. Signed pre-delivery checklist certifying completion of the above listed items.

8. Registration:

- a. Registering and affixing the state authorized "EX" type centennial plates prior to delivery. (No price deduction is available for entities wishing to register their own vehicle).

9. Full tank of gas.

10. Three (3) sets of pre-tested keys marked with the VIN number and license plate number.

11. Delivery costs up to a 90 mile radius of dealership. (A \$0.29/mile charge one way shall apply beyond the 90 mile radius).

CALCULATING THE FINAL PURCHASE PRICE OF A VEHICLE IS EASY:

Contract Base Price	
PLUS	
Factory Installed Options (at triple net)	
PLUS	
Delivery Charge beyond 90 mile radius (if applicable)	
EQUALS	
Final Purchase Price	

II. The Dealership Also Agrees to the Following:

1. To provide shop/service and parts manuals at an additional cost of \$91.00/each to interested entities.
2. To charge a 12% APR finance charge to all late invoices. Terms of the contract are NET 14 BUSINESS DAYS from date of approved invoice.
3. The contract may be canceled if, but not limited to, the following conditions should they arise: 1) the dealer sells fleet vehicles to the retail market, 2) the dealer/mfg. substitutes product or equipment without entity authorization, 3) the dealer/mfg. excessively delays delivery, 4) the dealer/mfg. provides poor workmanship, 5) the dealer fails to perform as outline in the bid specifications, 6) the dealer fails to provide adequate customer

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service/support, and 7) pricing irregularities contrary to the contract are not supported by written documentation from the manufacturer.

4. To make every effort to notify the ordering entity within 14 day of order placement of the factory's acceptance of order, the scheduled build date and anticipated delivery date; and to deliver within the quoted lead time. Dealer agrees that the ordering entity may cancel the order if the 14 day period for factory acceptance/confirmation/build date schedule is not conveyed to the ordering entity or if delivery appears to be 30 days longer than the original quoted delivery date.

5. Prior to delivery of any vehicle, the dealer will notify and make arrangements with the ordering entity for the purposes of conducting a physical inventory of the vehicle(s).

SUGGESTED ORDERING PROCEDURES For State Agencies

1. Agency determines need for vehicle and required features.
2. Agency contacts the appropriate fleet manager (State Motor Pool/Div. of Fleet Operations, Public Safety, Natural Resources or Transportation).

3. The fleet manager, after consulting with agency personnel: 1) determines the appropriateness of the request, 2) determines the appropriate standard and optional equipment requirements, and 3) configures a vehicle specification sheet by make, model and style based upon the standard optional equipment requested.
4. The fleet manager performs the following: 1) determines the final purchase price of the vehicle, 2) makes a comparative price analysis of various competing makes and models, 3) provides requesting agency with the comparative analysis worksheets for review, and 4) makes a recommendation to the agency as to which vehicle meets requirements at the lowest final purchase price.
5. Agency reviews the comparative analysis and recommendation. If in agreement, agency instructs fleet manager (in writing) to proceed with purchase. If in disagreement, agency recommends the alternative to the fleet manager and submits written justification to support the alternative choice.
6. If the fleet manager agrees, the fleet manager generates an order worksheet listing the vehicle and all selected options, discounts, incentives, etc. and calculates the final purchase price.
7. The fleet manager contacts the Division of Fleet Operations. The Division of Fleet Operations will issue an authorization control number.
8. The fleet manager then places order with the appropriate dealer via fax, mail, phone, etc.
9. Dealer enters the order and submits written documentation via mail or fax confirming order placement and factory acceptance. A build number and scheduled build date should be provided to the fleet manager within 14 business days of order placement.
10. Dealer provides frequent status reports on all orders placed with the ordering entity's fleet manager.
11. The ordering entity's fleet manager provides frequent status reports on all orders placed to the requesting agency.
12. Upon receipt and acceptance of vehicle, the fleet manager sends a copy of the invoice along with the authorization control number to the Division of

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Fleet Operations.

SUGGESTED ORDERING PROCEDURES

For Political Subdivisions

Each entity should: 1) work directly with their own fleet manager or motor pool personnel who will follow the same or similar procedures as those listed above, or 2) if the ordering entity lacks the resources and desires to utilize the services of the State Motor Pool/Division of Fleet Operations' fleet manager, they may do so. In such a case, the State Motor Pool/Division of Fleet Operations' fleet manager will follow the same or similar procedures as those listed above EXCEPT the ordering entity will be responsible for: 1) determining the appropriateness of their own vehicle requirements, 2) justifying their own alternative decisions, 3) placing their own vehicle order, and 4) obtaining their own order status reports and disseminating such information to their user entities, 5) inspecting their own vehicles, and 6) approving and paying their own invoices.

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#	DESCRIPTION	BASE TRIPLE	CONTRACT BASE PRICE
		NET PRICE (TNP)	(Includes all costs except options & applicable mileage beyond 90 miles)
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FORD PICK UPS			
SUPER DUTY F-250			
F20	Reg Cab, 137", XL	\$ 15,186.00	\$ 15,509.00
F20	Reg Cab, 137", XLT	17,240.00	17,563.00
F20	Reg Cab, 137", Lariat	18,676.00	18,999.00
F21	Reg Cab, 137", XL 4WD	\$ 17,728.00	\$ 18,051.00
F21	Reg Cab, 137", XLT 4WD	19,782.00	20,105.00
F21	Reg Cab, 137", Lariat 4WD	21,218.00	21,541.00
X20	Supercab, 142", XL	\$ 16,626.00	\$ 16,949.00
X20	Supercab, 142", XLT	18,679.00	19,002.00
X20	Supercab, 142", Lariat	20,115.00	20,438.00
X20	Supercab, 158", XL	16,790.00	17,113.00
X20	Supercab, 158", XLT	18,843.00	19,166.00
X20	Supercab, 158", Lariat	20,279.00	20,602.00
X21	Supercab, 142", XL 4WD	\$ 19,168.00	\$ 19,491.00

X21	Supercab, 142", XLT 4WD	21,221.00	21,544.00
X21	Supercab, 142", Lariat 4WD	22,657.00	22,980.00

SUPER DUTY F-350 DRW (DUAL REAR WHEEL)

F32	Reg Cab, 137", XL	\$ 16,585.00	\$ 16,908.00
F32	Reg Cab, 137", XLT	19,082.00	19,405.00
F32	Reg Cab, 137", Lariat	20,352.00	20,675.00
F33	Reg Cab, 137", XL 4WD	\$ 19,217.00	\$ 19,540.00
F33	Reg Cab, 137", XLT 4WD	21,513.00	21,836.00
F33	Reg Cab, 137", Lariat 4WD	22,783.00	23,106.00

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X32	Supercab, 158", XL	\$ 18,462.00	\$ 18,785.00
X32	Supercab, 158", XLT	20,960.00	21,283.00
X32	Supercab, 158", Lariat	22,230.00	22,553.00
X33	Supercab, 158", XL 4WD	\$ 21,095.00	\$ 21,418.00
X33	Supercab, 158", XLT 4WD	23,391.00	23,714.00
X33	Supercab, 158", Lariat 4WD	24,661.00	24,984.00
W32	Crew Cab, 156", XL	\$ 19,494.00	\$ 20,134.00
W32	Crew Cab, 156", XLT	22,441.00	22,764.00
W32	Crew Cab, 156", Lariat	23,724.00	24,051.00
W32	Crew Cab, 172", XL	19,975.00	20,298.00
W32	Crew Cab, 172", XLT	22,605.00	22,928.00
W32	Crew Cab, 172", Lariat	23,892.00	24,215.00
W33	Crew Cab, 156", XL 4WD	\$ 22,238.00	\$ 22,561.00
W33	Crew Cab, 156", XLT 4WD	24,667.00	24,990.00
W33	Crew Cab, 156", Lariat 4WD	25,954.00	26,277.00
W33	Crew Cab, 172", XL 4WD	22,402.00	22,725.00
W33	Crew Cab, 172", XLT 4WD	24,831.00	25,154.00
W33	Crew Cab, 172", Lariat 4WD	26,118.00	26,441.00

SUPER DUTY F-350 SRW (SINGLE REAR WHEEL)

F30	Reg Cab, 137", XL	\$ 15,793.00	\$ 16,116.00
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F30	Reg Cab, 137", XLT	18,163.00	18,486.00
F30	Reg Cab, 137", Lariat	19,476.00	19,799.00
F31	Reg Cab, 137", XL 4WD	\$ 18,335.00	\$ 18,658.00
F31	Reg Cab, 137", XLT 4WD	20,504.00	20,827.00
F31	Reg Cab, 137", Lariat 4WD	21,817.00	22,140.00
X30	Supercab, 142", XL	\$ 17,511.00	\$ 17,834.00
X30	Supercab, 142", XLT	19,880.00	20,203.00
X30	Supercab, 142", Lariat	21,193.00	21,516.00
X30	Supercab, 158", XL	17,675.00	17,998.00
X30	Supercab, 158", XLT	20,044.00	20,367.00
X30	Supercab, 158", Lariat	21,357.00	21,680.00
X31	Supercab, 142", XL 4WD	\$ 20,053.00	\$ 20,376.00
X31	Supercab, 142", XLT 4WD	22,222.00	22,545.00
X31	Supercab, 142", Lariat 4WD	23,535.00	23,858.00
X31	Supercab, 158", XL 4WD	19,947.00	20,540.00
X31	Supercab, 158", XLT 4WD	22,376.00	22,709.00
X31	Supercab, 158", Lariat 4WD	23,699.00	24,022.00
W30	Crew Cab, 156", XL	\$ 18,815.00	\$ 19,138.00
W30	Crew Cab, 156", XLT	21,316.00	21,639.00
W30	Crew Cab, 156", Lariat	22,645.00	22,968.00
W30	Crew Cab, 172", XL	18,979.00	19,302.00
W30	Crew Cab, 172", XLT	21,480.00	21,803.00
W30	Crew Cab, 172", Lariat	22,809.00	23,132.00
W31	Crew Cab, 156", XL 4WD	\$ 21,152.00	\$ 21,475.00
W31	Crew Cab, 156", XLT 4WD	23,452.00	23,775.00
W31	Crew Cab, 156", Lariat 4WD	24,781.00	25,104.00
W31	Crew Cab, 172", XL 4WD	21,316.00	21,639.00
W31	Crew Cab, 172", XLT 4WD	23,616.00	23,939.00
W31	Crew Cab, 172", Lariat 4WD	24,945.00	25,268.00

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FORD CHASSIS-CABS
SUPER DUTY F-350 SRW

F34	Reg Cab, 141", WB, 60.0" CA XL	\$ 15,974.00	\$ 16,297.00
F34	Reg Cab, 141", WB, 60.0" CA XLT	18,184.00	18,511.00
F35	Reg Cab, 141", WB, 60.0" CA XL 4WD	18,516.00	18,839.00
F35	Reg Cab, 141", WB, 60.0" CA XLT 4WD	20,529.00	20,852.00
X34	Supercab, 162", WB, 60.0" CA XL	17,548.00	17,871.00
X34	Supercab, 162", WB, 60.0" CA XLT	19,762.00	20,085.00
X35	Supercab, 162", WB, 60.0" CA XL 4WD	20,090.00	20,413.00
X35	Supercab, 162", WB, 60.0" CA XLT 4WD	22,103.00	22,426.00
W34	Crew Cab, 176", WB, 60.0" CA XL	\$ 18,536.00	\$ 18,859.00
W34	Crew Cab, 176", WB, 60.0" CA XLT	20,877.00	21,200.00
W35	Crew Cab, 176", WB, 60.0" CA XL 4WD	21,078.00	21,401.00
W35	Crew Cab, 176", WB, 60.0" CA XLT 4WD	23,219.00	23,542.00

SUPER DUTY F-350 DRW

F36	Reg Cab, 141", WB, 60.0", CA XL	\$ 16,917.00	\$ 17,240.00
F36	Reg Cab, 141", WB, 60.0", CA XLT	19,131.00	19,454.00
F36	Reg Cab, 165", WB, 84.0", CA XL	17,081.00	17,434.00
F36	Reg Cab, 165", WB, 84.0", CA XLT	19,295.00	19,618.00
F37	Reg Cab, 141", WB, 60.0", CA XL 4WD	\$ 19,549.00	\$ 19,872.00
F37	Reg Cab, 141", WB, 60.0", CA XLT 4WD	21,562.00	21,885.00
F37	Reg Cab, 165", WB, 84.0", CA XL 4WD	19,713.00	20,036.00
F37	Reg Cab, 165", WB, 84.0", Ca XLT 4WD	21,726.00	22,049.00
X36	Supercab, 162", WB, 60.0", CA XL	\$ 18,491.00	\$ 18,814.00
X36	Supercab, 162", WB, 60.0", CA XLT	20,706.00	21,029.00
X37	Supercab, 162", WB, 60.0", CA XL 4WD	21,123.00	21,446.00
X37	Supercab, 162", WB, 60.0", CA XLT 4WD	23,137.00	23,460.00
W36	Crew Cab, 176", WB, 60.0", CA XL	\$ 19,533.00	\$ 19,856.00
W36	Crew Cab, 176", WB, 60.0", CA XLT	21,874.00	22,197.00
W37	Crew Cab, 176", WB, 60.0", CA XL 4WD	22,165.00	22,488.00
W37	Crew Cab, 176", WB, 60.0", CA XLT 4WD	24,305.00	24,628.00

SUPER DUTY F-450

F46	Reg Cab, 141", WB, 60.0", CA XL	\$ 20,180.00	\$ 20,503.00
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F46	Reg Cab, 141", WB, 60.0", CA XLT	22,079.00	22,402.00
F46	Reg Cab, 165", WB, 84.0", CA XL	20,344.00	20,667.00
F46	Reg Cab, 165", WB, 84.0", CA XLT	22,243.00	22,566.00
F46	Reg Cab, 201", WB, 120.0", CA XL	20,508.00	20,831.00
F46	Reg Cab, 201", WB, 120.0", CA XLT	22,407.00	22,730.00
F47	Reg Cab, 141", WB, 60.0", CA XL 4WD	\$ 23,542.00	\$ 23,865.00
F47	Reg Cab, 141", WB, 60.0", CA XLT 4WD	25,441.00	25,764.00
F47	Reg Cab, 165", WB, 84.0", CA XL 4WD	23,706.00	24,029.00
F47	Reg Cab, 165", WB, 84.0", CA XLT 4WD	25,605.00	25,928.00

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F47	Reg Cab, 201", WB, 120.0", CA XL 4WD	23,870.00	24,193.00
F47	Reg Cab, 201", WB, 120.0", CA XLT 4WD	25,769.00	26,092.00
W46	Crew Cab, 176", WB, 60.0", CA XL	\$ 22,796.00	\$ 23,119.00
W46	Crew Cab, 176", WB, 60.0", CA XLT	24,822.00	25,145.00
W47	Crew Cab, 176", WB, 60.0", CA XL 4WD	26,158.00	26,481.00
W47	Crew Cab, 176", WB, 60.0", CA XLT 4WD	28,184.00	28,507.00

SUPER DUTY F-550

F56	Reg Cab, 141", WB, 60.0", CA XL	\$ 21,578.00	\$ 21,901.00
F56	Reg Cab, 141", WB, 60.0", CA XLT	23,477.00	23,800.00
F56	Reg Cab, 165", WB, 84.0", CA XL	21,742.00	22,065.00
F56	Reg Cab, 165", WB, 84.0", CA XLT	23,641.00	23,964.00
F56	Reg Cab, 201", WB, 120.0", CA XL	21,906.00	22,229.00
F56	Reg Cab, 201", WB, 120.0", CA XLT	23,805.00	24,128.00
F57	Reg Cab, 141", WB, 60.0", CA XL 4WD	\$ 24,940.00	\$ 25,263.00
F57	Reg Cab, 141", WB, 60.0", CA XLT 4WD	26,839.00	27,162.00
F57	Reg Cab, 165", WB, 84.0", CA XL 4WD	25,104.00	25,427.00
F57	Reg Cab, 165", WB, 84.0", CA XLT 4WD	27,003.00	27,326.00
F57	Reg Cab, 201", WB, 120.0", CA XLT 4WD	27,167.00	27,490.00
F57	Reg Cab, 201", WB, 120.0", CA XL 4WD	25,268.00	25,591.00
W56	Crew Cab, 176", WB, 60.0", CA XL	\$ 24,194.00	\$ 24,517.00
W56	Crew Cab, 176", WB, 60.0", CA XLT	26,220.00	26,543.00

W57	Crew Cab, 176", WB, 60.0", CA XL 4WD	27,556.00	27,879.00
W57	Crew Cab, 176", WB, 60.0", CA XLT 4WD	29,582.00	29,905.00

FINET COMMODITY CODE(S):

07047000000 - TRUCKS, CAB AND CHASSIS ONLY

07048000000 - TRUCKS (ONE TON AND LESS CAPACITY)